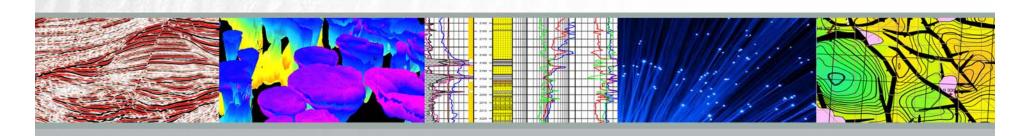
# **TGS 2012**

### Pareto Oil and Offshore Conference

12 - 13 September 2012





### **Forward-Looking Statements**

All statements in this presentation other than statements of historical fact, are forward-looking statements, which are subject to a number of risks, uncertainties, and assumptions that are difficult to predict and are based upon assumptions as to future events that may not prove accurate. These factors include TGS' reliance on a cyclical industry and principal customers, TGS' ability to continue to expand markets for licensing of data, and TGS' ability to acquire and process data products at costs commensurate with profitability. Actual results may differ materially from those expected or projected in the forward-looking statements. TGS undertakes no responsibility or obligation to update or alter forward-looking statements for any reason.



# **Company Overview**



### This is TGS

- Leading provider of multi-client seismic data and related geoscientific products to the oil & gas industry
- Main offices: Houston and Oslo Regional offices: London, Stavanger, Perth, Calgary and Rio de Janeiro
- Fundamental values: Unmatched Quality and Service, Growth for Stakeholders
- Approximately 800 employees
- Traded on Oslo Stock Exchange, in OBX Index (25 most liquid shares at the OSE)
- Market Cap: ~\$3 billion

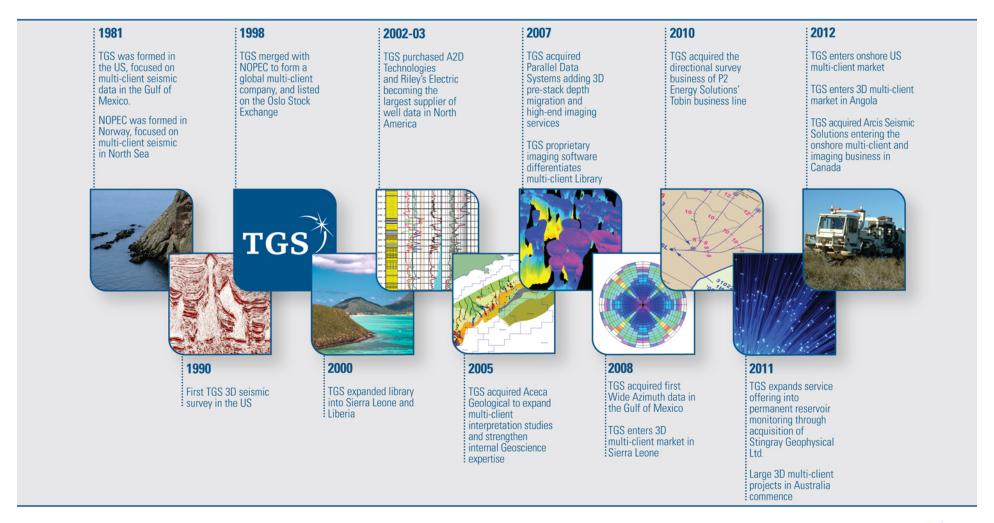
# TGS Main Offices



Leading and global provider of multi-client seismic data



## **Company Milestones**



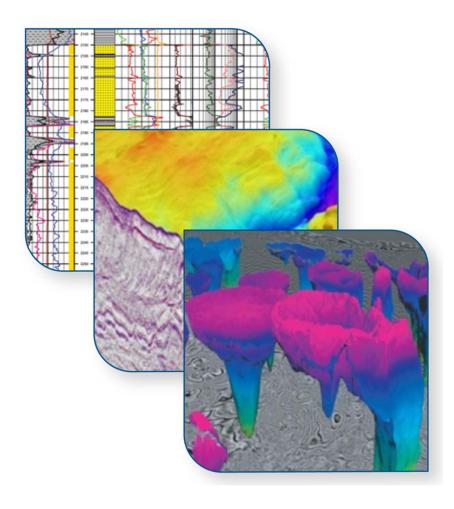


### Well Positioned in the Seismic Value Chain

#### **Multi-client Services Geophysical Data Imaging Services Geological Data** Reservoir **Integrated Permanent** Digital well data 2D Seismic Seismic processing Reservoir Monitoring Directional Surveys Complex depth imaging 3D Seismic solutions Deepwater and congested Wide Azimuth Seismic Production data Proprietary technology seabed solutions Ongoing R&D Aeromagnetics Regional geologic 4D seismic surveys interpretation investment Gravity Well integrity monitoring Facies Map Browser Contract business model Electromag (CSEM) Micro-seismic monitoring Interpretive services Multi-beam



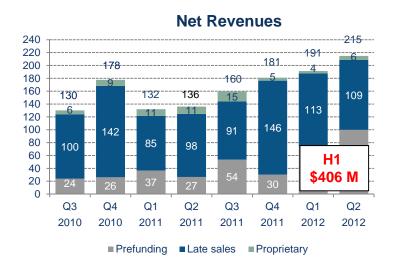
### **TGS Value Proposition**



- Strong balance sheet provides flexibility
- Unique high-quality data in the right place at the right time
- Multi-client model allows customers to access data at a reduced cost.
- Vendor neutral philosophy allows access to capacity and technology as needed
- Project modeling and investment merit drive major project decisions
- Diversified portfolio with a variety of data types and geographical locations covering frontier, emerging and mature markets



# **Key Financials**



#### **Cash Flow from Operations**



#### **EBIT** before non-recurring items

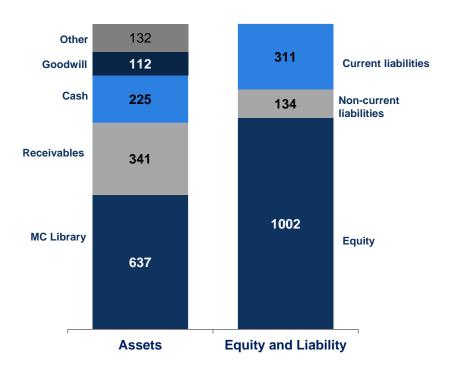


#### **MC** Investments (operational)





### **Strong Balance Sheet Backing our Strategy**

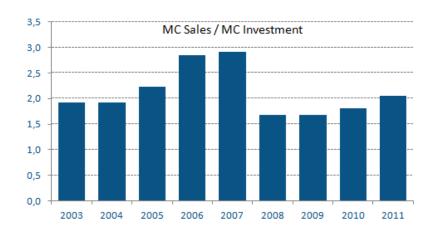


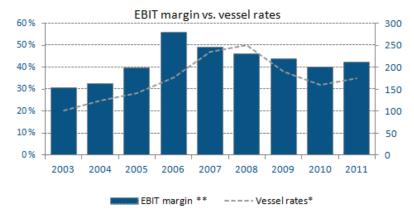
- Cash balance per H1 2012 represents USD 225 million
- Dividend paid in June 2012 of \$103 MUSD
- Strong balance sheet provides excellent opportunities to continue growth
  - M&A
  - Strong credit quality attracts prefunding
  - Flexibility

No interest bearing debt and strong



### Track Record of Performing through the Cycles





- \* Average vessel rates per year for an 8 streamer 3D boat. Source: ODS Petrodata. (Note that rates may differ from actual rates paid by TGS).
- \*\* TGS historical EBIT margins excluding one off items.

- TGS' multi-client projects return 2-2.5 times cost.
- Demand for data drives TGS performance
- TGS best at top of the cycles, but multiclient model also provides protection at the bottom of the cycle
- EBIT margin correlates strongly with oil price, E&P spending and vessel prices due to increased library sales



# Outlook



### **Key M&A Facilitates Further Growth**



- Canadian geophysical company founded in 1996 with a head office located in Calgary.
- Arcis employs over 80 professional and technical personnel who have a broad range of skills, expertise and experience.
- The 3D multi-client library consists of 12,689 km<sup>2</sup> with core activity in many prolific hydrocarbon trends in Alberta, British Columbia and Saskatchewan (including Bakken, Horn River, Montney and Duvernay).
- In 2010 and 2011, Arcis generated average annual revenues of CAD 50 million.
- The enterprise value (EV) of the transaction was USD 72 million.



- Volant is a small, six-employee software technology company based in Houston Texas.
- Volant offers an innovative approach to helping clients connect many types of well data to multiple geoscience applications.
- Volant's ENVOY integration platform enables geoscientists to move data directly into their geological and geophysical (G&G) applications and databases.
- This integration of internal and external data sources with geoscience applications
  used by the industry enables scientists and engineers to reduce interpretation cycle
  time and increase efficiency.
- The enterprise value (EV) of the transaction was USD 4 million.



## **License Round Activity and TGS Positioning**



**Expected** 

Announced

**Australia** Acreage release announced May 2012

#### Brazil:

H1 2013

Round 11 expected 2013 87 offshore blocks offered

Pre-Salt round expected in 2013/2014

#### Indonesia:

First Petroleum Bidding round 2012 - direct proposals closed 14 May 2012 and regular tenders closed 26 July 2012

Second Petroleum Round 2012 is expected to be announced Q4 2012





# **Key Drivers for Continued Seismic Outperformance**

#### **Geographic region**



#### Share of H1 2012 revenues



#### Key drivers for future investments and growth

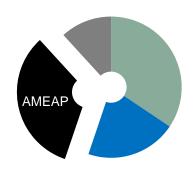
- Recent discoveries in mature markets in North Sea triggers increased optimism and demand for modern seismic
- Exploration success in the Barents Sea attracts new entrants
- Expectations around the 22<sup>nd</sup> Norwegian License round





- GOM slowly getting back to normal with new seismic surveys and June 2012 Central Gulf of Mexico Lease Sale
- Technological developments generate new opportunities in mature areas
- Unconventional land plays provide new opportunities for growth





- Strong industry interest in the West African transform margin with proven potential
- Increasing industry interest in Australia and changed regulations facilitate for new multi-client projects
- South Atlantic pre-salt plays in Africa could prove potential similar to Brazil



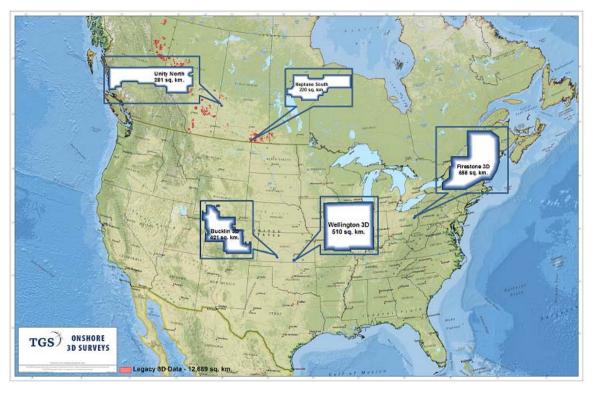
### **2012 Investments Boosted by Onshore Opportunities**



- Entered onshore multi-client seismic market in 2011
- Growth through organic growth and the acquisition of Canadian based Arcis Seismic Solutions
- Business model and return on investment expectations inline with TGS historical business
- Unconventional liquid plays leading the demand for new projects



### **Current Onshore Surveys**



- Firestone 3D Expanded to 658
   km² in liquid rich Utica play
- Bucklin 3D 421 km² of 3D data in
   Mississippi Lime Oil Play
- Wellington 3D 510 km<sup>2</sup> of 3D data in the Mississippi Lime Oil Play
- Neptune South 220 km² of 3D data in the Bakken Oil play
- Unity North 281 km² of 3D data in the Birdbear play of Western
   Saskatchewan
- **Legacy 3D Data** 12,689 km<sup>2</sup>



### **Australia – Continued Expansion**

Mary Rose – 8,800 km<sup>2</sup>

Acquisition complete

Mary Rose NE – 3,500 km<sup>2</sup>

Acquisition complete

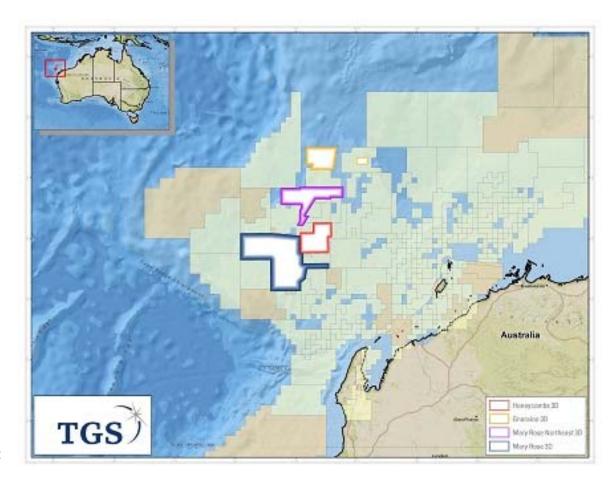
Gnaraloo – 2,300 km<sup>2</sup>

• Acquisition complete

Honeycombs – 2,500 km<sup>2</sup>

Acquisition in progress

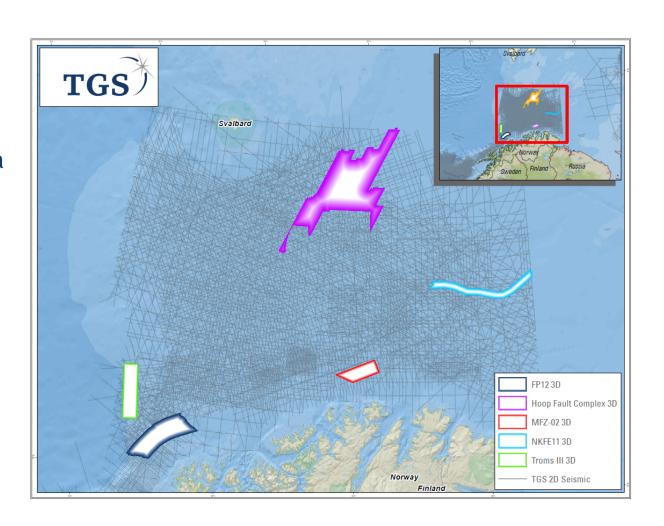
TGS portfolio of 3D multi-client coverage will exceed 17,000 km<sup>2</sup>





# **Barents Sea – Extensive Coverage**

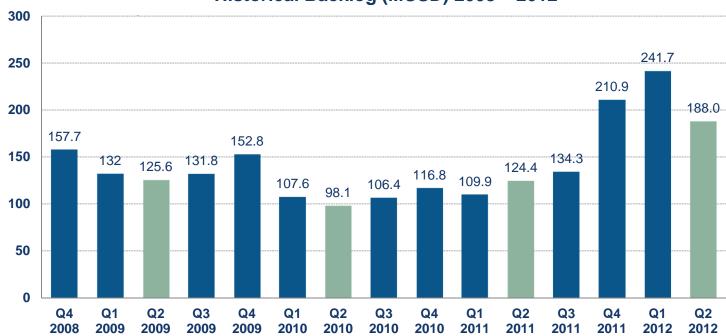
- TGS has a total of 148,289 km of 2D data in the Barents Sea
- TGS has a total of 14,870 km<sup>2</sup> of 3D data in the Barents Sea





## **Backlog**



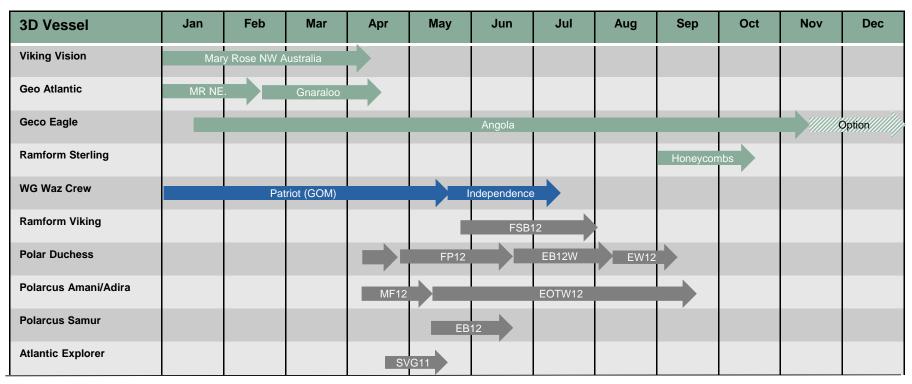


- Record high investments in Q2 has reduced backlog in line with expectations
- Strong pipeline of investment opportunities being evaluated to secure further growth



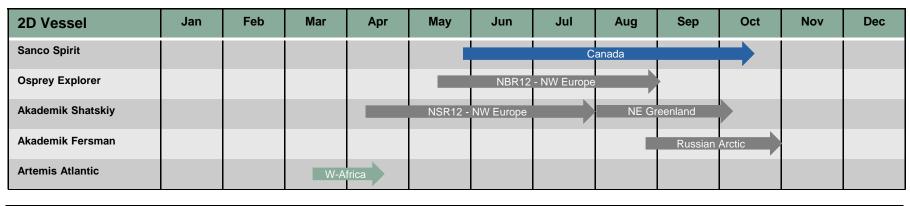
# **Acquisition Capacity Secured**







### 2D Offshore and 3D Land Acquisition Capacity Secured



Land Crew	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Kansas Crew 1			Bu	cklin - Kansas	S								
Kansas Crew 2						Wellington- Kansas							
Ohio Crew						Firestone - Ohio							
Saskatchewan Crew 1									Neptur	ne		ŕ	
Saskatchewan Crew 2										Unity			





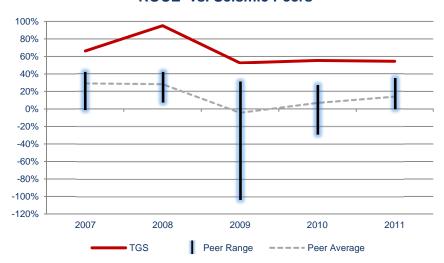
### **Summary**

- Consolidated H1 net revenues of 406.1 MUSD, up 51% from H1 2011
- Operating profit for H1 of 183.1 MUSD, 45% of net revenues, up 57% from H1 2011
- High-quality opportunity pipeline allows record high investment activity with operational investments of 263.1 MUSD (66% prefunded)
- Acquisitions facilitate further growth in areas of high customer interest
- Revised 2012 Guidance:
  - Multi-client investments 425 475 MUSD
  - Average pre-funding 60 70%
  - Average multi-client amortization rate 41 47%
  - Net revenues 810 870 MUSD
  - Contract revenues less than 5% of total revenues

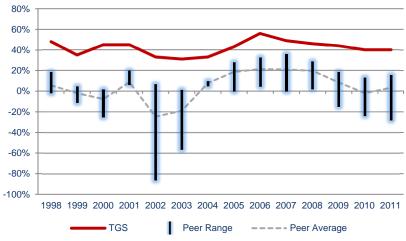


## **TGS Performs in all Cycles**









ROCE consistently outperforming peers

- Average EBIT margin above 40%
- Stable EBIT performance through the cycles



<sup>\*</sup> ROCE is based on EBIT divided by average capital employed.
Peer group includes CGG Veritas, Fugro, Geokinetics, ION Geophysical, PGS, Western Geco, and GGS Source Platou Markets and TGS

# Q&A

